



SUCCESSFUL WOMAN DRUMMERS.

Many Branches of Trade Represented by Clear Headed Traveling Saleswomen.

"The woman drummer has come to stay, and we men won't be 'in it' in a short time."

The above is from the lament of a certain traveling salesman, who confided some facts about his business to a reporter the other day. He is mournful, it is true, as who would not be when he saw his vocation slipping away from him? But he seems to feel that open confession is good for the soul, and accordingly describes with exactness, harrowing to the souls of other commercial travelers, the full extent of the success of his feminine rivals in trade.

"There is a young woman of the name of Lincoln," he says, "with a decided resolution. She sells imported hats. So do I—when I get them. But I expect to do anything on my route I am obliged to keep ahead of her, for when she strikes our town she carries away every order in it. I must confess that these women knights of the gospel, as you newspaper folks call us, do much better than the men in the same lines. They are strong, clear sighted and clear headed women, some of them very pretty and all of them perfect ladies. Some of them do exactly as men do—visit a merchant in person and solicit his orders. Others engage a sample room in the hotel, and after notifying the mechanical wait and receiving them there. There is another class of feminine travelers who are very swell and cater to individual tastes. I know of several from New York who pursue this method entirely."

Probably the best known woman on the road is Miss Virginia Poole of New York, who sells nothing but perfume. She stays in a town sometimes two or three weeks, and she does a big business. There is Miss Azariah Carson, who sells millinery in all the large cities east of the Mississippi and north of the Ohio. She sells over \$100,000 worth of goods a year and gets \$600 salary. Mrs. R. B. Henry is a well known woman drummer. Her husband formerly traveled for an underwear house of New York. Decided and left her with several children to support.

"She went to the firm and asked for his route. They had never sent a woman out, but they gave it to her, and she made such a success of it that she is now a member of the firm. She goes out on the road occasionally, and I heard a good story about her not long ago. She was at the Weddell House in Cleveland and had just sovereigns in which to catch her train. She went to her room, put on her traveling dress, paid her bill, ordered her baggage down, called a carriage, was driven to the depot five blocks away and caught her train. She regretfully found few men who could have done that, and the drummer subsided into sorrowful reflections.

"One of the women travelers who do well on individual customers is Miss M. A. Wilkins, who travels for a Philadelphia house that deals in children's wear. She carries eight large trunks. She mails a letter to each of her patrons, saying that she will occupy a certain suite in a certain hotel on a certain day. When the time comes, her customers drive up in their carriages and are shown to her room, where, I can tell you, they have a lot of orders. Her trade is worth \$75,000 a year to her house. I know of one woman who sells chewing gum, another lace, another buttons, another rags. I have even heard of a woman who sells coffin. I'll bet she sells so many that the undertakers have to make kindling wood of them to get their stock reduced."

New York Sun.

Women's Exchange.

The women of a certain city are proposing to establish an exchange for women's work that shall provide the material for underclothing, fine embroidery and all such articles as are suitable, and buy them at once from the makers, paying them a certain sum for their labor. The articles are then to be disposed of at a public sale or private sale at reasonable rates, covering the cost of material and labor. Charities managed in this way in England have proved successful. The women of another city announced to the public that they have established a bureau where needles of all kinds will be done at the residences or taken away and makes a particular appeal to bachelors and business women to avail themselves of its advantages. Women seamstresses are also provided to make boys' clothing out of old material.—New York Post.

Organized to Fence.

A report that a ladies' fencing club is about to be established in Paris has received some attention. Members are to be recruited from among the best sets, and their numbers are to be very restricted. Of course if this is the case every one will want to join, but only accepts with the tools will be admitted and even vigorously excluded, not only from membership, but also from the monthly fencing matches, to which only friends of members may be invited. So far, however, the matter is only in embryo, and many difficulties may arise in the execution of it.—London Gentlewoman.

As Approved by Decoration.

Oblong buckles, curved more or less, are a most approved decoration for hats. When intended for this purpose, they have rather formidable pointed tongues, which pierce the ribbon or drapery drawn through the buckle. Frequently they measure six or eight inches in length and will go nearly half round the crown of a sailor hat. But their use is not confined to this shape of hat—they deck broad brims and togues equally well. Similar buckles are made in cut set, but that imitation diamonds is the favorite.—Boston Globe.

Sheets and Pillows.

We may continue to hemstitch our sheets and put frills on our pillowcases, for the household linens at a royal bride that is just completed has the sheets hemstitched at both ends, and pillows hemstitched and frilled; and the towels also hemstitched. On each piece is embroidered a rose, and a ribbon on which is worked the motto of the house. Though the lettering of the motto is done in the small space of 14 inches, it is so distinct as to be easily read.—New York Advertiser.

The Age of Pneumonia.

Slight attacks of cold often develop into pneumonia. Statistics show that this disease is rapidly increasing in our country, and is generally accompanied by fatal results. Our Cough Cure will prevent pneumonia if taken in time. Sold by Bowley Bros.

Our kitchen being on floor above dining room you get no unpleasant odor from same, at Whittier & Co.



STYLISH NEW BODICES

The upper bodice is of hair lace chevrons trimmed with velvet ribbon and fine gold cord, picked out with jet beads. That on the right is of minute crimson and blue silk, trimmed with borders of pinked flanne. That on the left is of black and white, with trimming of colored satin ribbon in dark blue, the rest being light. That at the bottom is of black flanne, with a striped yoke and sleeves. The bertha is trimmed with narrow black silk soutache.

FOR LITTLE FOLKS.

A Careless Little Maid.

The people say in Dimplefield—"They've known her from a baby—They're not a child behaves as well As little Prudence Maybe, When anybody looks at her."

She certainly does poorly; Her mind, Miss Lucy Lavender, Has brought her up so nicely.

This Dimplefield in Dorset lies A village like a toy one, In which there are many dappled sites Where light showers do not come one. This place must, neat, and green and sweet. The country lanes about it, And Prudence dwells in Primrose street—Inquire there if you doubt it.



She is so careful she will say, Least she should fib, though idly.

"Anne Lucy's very well to day, Prudence, I think you are."

"And Lucy's am not certain, quite—Cream cheese of Farmer Avery."

"I think the turnip's to the right—Will bring you to the baker's?"

She takes the turnip from the shelf—This big turnip, and this is it."

And brings the parson's tea herself. And never, never spills it.

The parson holds it on his knee—And sits it on his leisure.

"A capital little maid," says he, Miss Lucy beams with pleasure.

Her slips never were known to squeak;

Her frocks are crisp and snowy;

Her art brown hair is mock and sleek

In winter, cool and blowy.

The other children like her praise—

"Come and gaze the beauty."

Of all the prim and pretty ways!

Of little Prudence Maybe.

Her slips never were known to squeak;

Her frocks are crisp and snowy;

Her art brown hair is mock and sleek

In winter, cool and blowy.

The other children like her praise—

"Come and gaze the beauty."

Of all the prim and pretty ways!

Of little Prudence Maybe.

The girls whose games she does not share,

She's made of claim, some declare,

Some of sugar candy.

Dear little heart! Should she confess,

She's sometimes rather lonely,

This very pink of perfectness,

Anne Lucy's one and only.

—Helen Gray Come in St. Nicholas.

Two Boys.

"There is a science in doing little things just right," said a down town business man a few days ago, "and I notice it in my office. I had two office boys there whose main duty it was to bring me notes or cards that were sent in to me or to fetch things that I wanted to use. One of those boys, whenever I sent him for a book or anything heavy, would walk rapidly by my desk and toss it indefinitely toward me. If it happened to miss me and land on the desk, it was all right. If it fell on the floor, the boy always managed to fall over it in his eagerness to pick it up. Then if he had a letter or a card to deliver he would come close unto the desk and stand there, scanning it over with minute care. This being concluded, he would flounce airily in my direction and depart."

"The other boy always came and went

so that I could hardly hear him. If it

was a book, instead of bag of letters,

he would sit it quietly down at one side

of the desk. Letters and cards were al-

ways laid—not tossed—right where my

eye would fall on them directly. If

there was any doubt in my mind about

whether he ought to lay a letter on my

desk or deliver it to some other person

in the office, he always did his thinking

before he came near me and did not

stand annoyingly at my elbow studying

the letter. That boy understood the sci-

ence of little things. When New Year's came, he got \$10. The other boy got \$5."—New York Sun.

Wouldn't Come Right.



I wish the fellow wot writes schoolbooks wouldn't guess at the answers to questions in the arithmetic. I've done this example four times now, but I can't get the answer that's in the book. The book's wrong.

Pictures With Paper and Paste.

Marian is a little girl who likes to make pictures. Sometimes she makes them with a pencil, and sometimes she makes them by sewing with bright colored zephyrs on shiny white cards.

Mamma gave her a package of these pretty-colored circles on her birthday, and ever since then she has been very happy in working with them.

Mamma often makes stories for the pictures, and here is one of them:

On, Tobby, Tobby, slow and fat,

You seem a very silly cat,

As you run along in the sun,

You sit and hide at every one.

Your coat is thick, so run and play,

"Twill keep you warm this winter's day,

And then we hear herons, "Purr, purr!"

As off she goes, all dressed in fur.

—Emma G. Sackbury in Child Garden.

CONSTITUTIONAL GOVERNMENT.

1783—Congress met in Annapolis Nov.

20. 1793—Exclusive authority of the Irish parliament in local matters admitted.

1794—Congress met in Trenton Nov.

30. 1795—Congress met in New York Jan.

11. The sessions were held there until 1796.

1799—Meeting of the states general at Versailles—300 ecclesiastics, 285 nobles, 621 deputies.

1800—French deputies declared themselves to be the government; national assembly.

1809—The first federal American congress under the constitution held in New York.

1819—Philadelphia was made the capital for 10 years, and congressional sessions were held there.

1830—The national assembly of France declared the government a limited monarchy.

1830—The United States constitution ratified by all the original states.

1791—The first bank of the United States established by act of congress.

1832—National convention of France constituted; 377 members.

1832—French national convention proclaims a republic.

1793—The alien and sedition laws passed by congress during trouble with France.

1799—Council of five hundred deposed by Bonaparte and representative government ended.

1799—A French senate created "the watch over the administration of the laws."

1820—Washington was made the capital, and the first session of congress in that city was held.

1800—Last Irish parliament met; bill for union passed.

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